

CONFERENCE CALL RESULTS Q1 2018

May 8, 2018

Marc Bunz (CFO) | Nicolas-Fabian Schweizer (CTO)



AGENDA



Market & Strategy Update

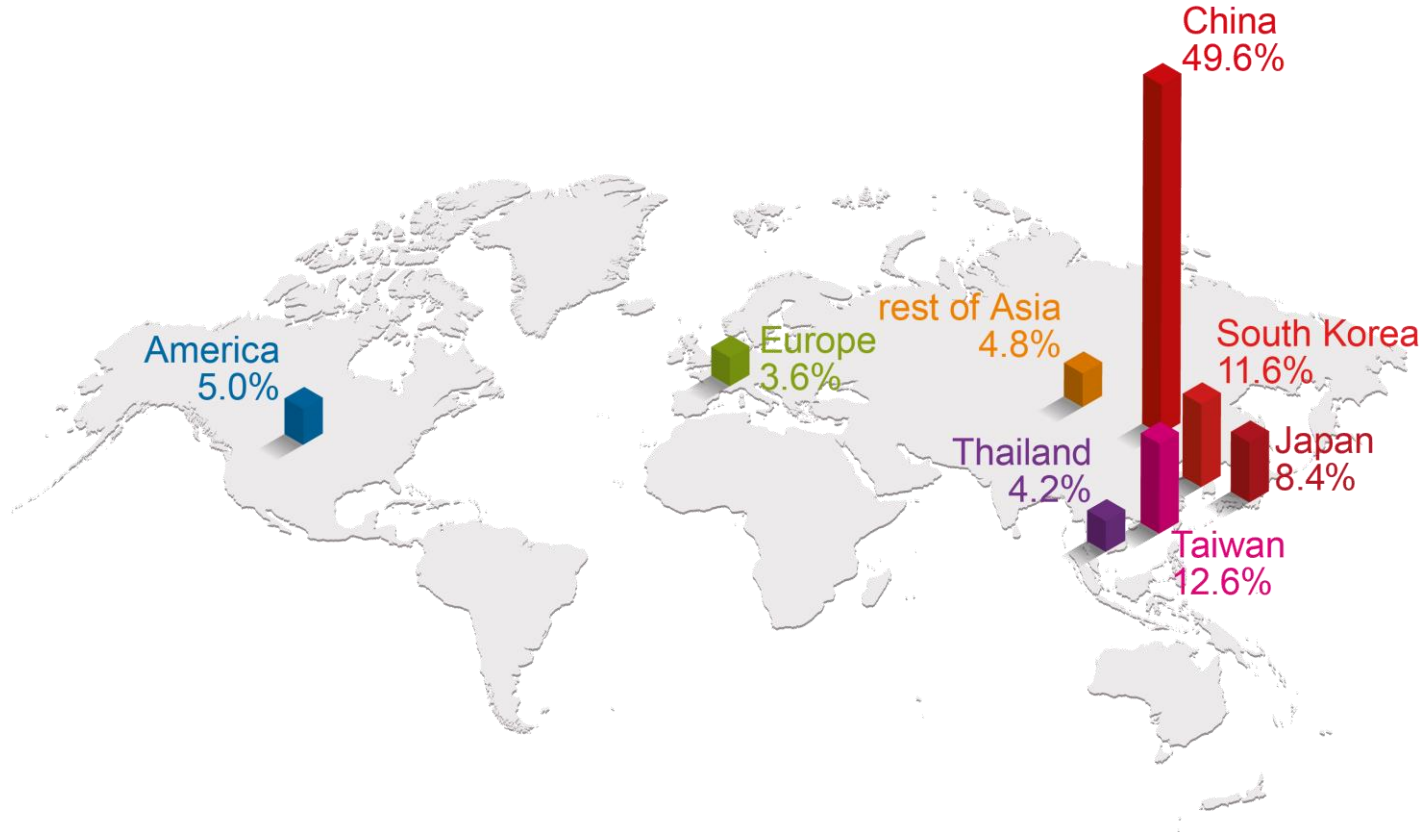
Financials 2017

Financials Q1 2018

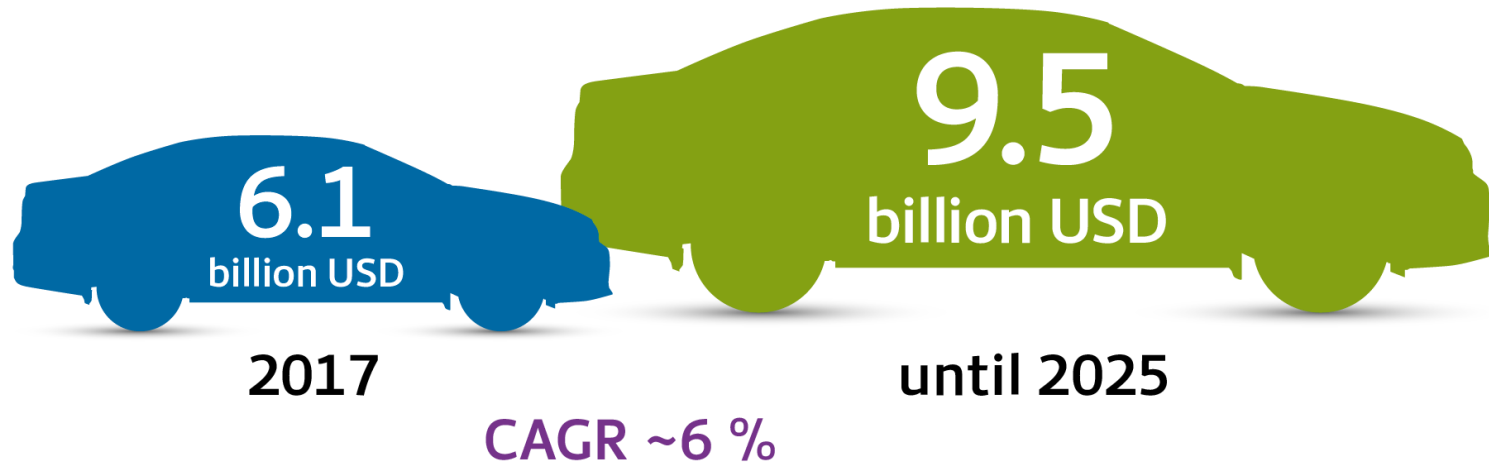
Outlook

SCHWEIZER Share

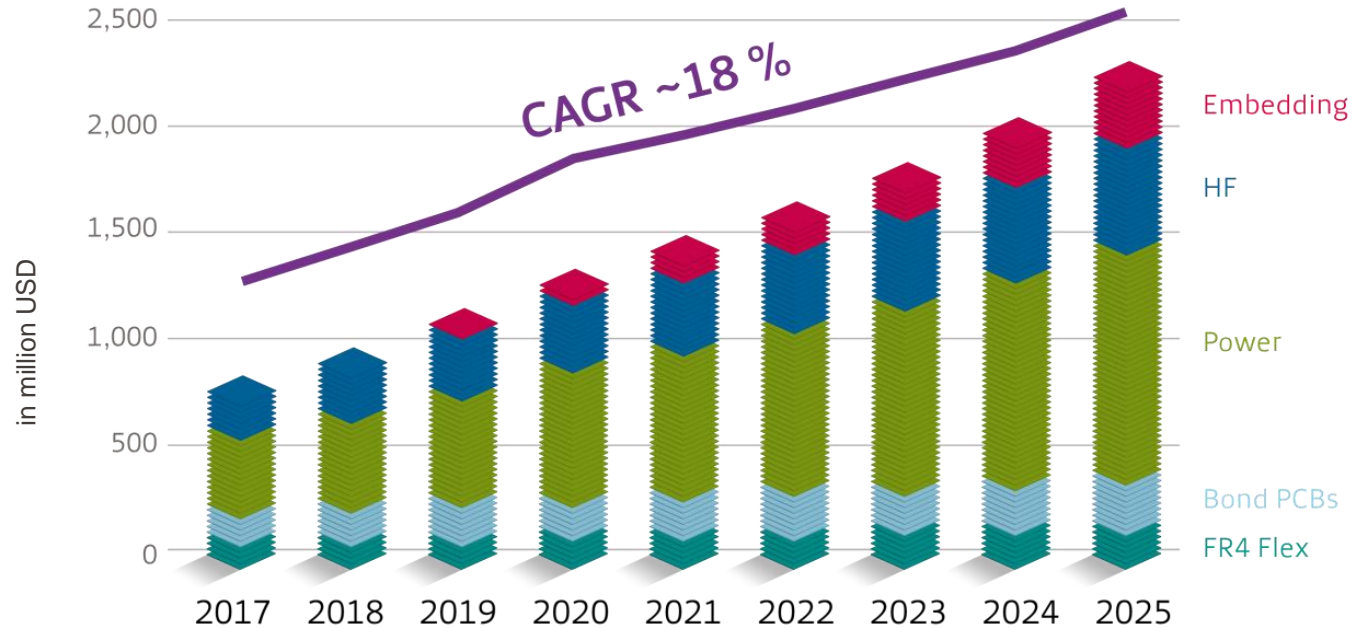
THE PCB MARKET ~ 62,135 MIO. USD IN 2017



THE PCB MARKET – AUTOMOTIVE GROWTH



THE PCB MARKET – AUTOMOTIVE HIGH TECH



SCHWEIZER TODAY SENSOR- & POWER PCB SOLUTIONS



Sensor PCB Solutions

Power PCB Solutions

Autonomous Driving

Less CO₂

Application
Examples

Radar Sensors



Source: Bosch

Cameras



Source: Continental

Optimisations
of conv. Drivetrain



Source: Continental

LED Headlamps



Source: Daimler

Hybrid & E-Cars
Drive – DC/DC – AC/DC



Source: Infineon

PCB
Solutions

77Ghz Hybrid



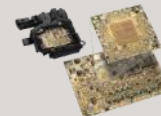
Source: Bosch

FR4 Flex



Source: Continental

“Bond PCBs”



Source: Continental

Power PCBs



e.g.: IMS Board

e.g.: Inlay Board

Due to further increasing performance- and miniaturisation needs, many applications will use Embedding Solutions in the Future

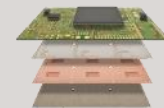
μ² Pack®



i² Board®

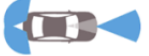









p² Pack®



„NEW CARS“ NEED MORE PCBs

of Sensors for autonomous Cars

	Level of automation		
	Level 2	Level 3	Level 4/5
Application*	Automatic emergency brake/ forward collision warning Parking assist Lane keep assist	Highway assist	Valet parking Highway and urban chauffeur
Radar # of modules**	 ≥ 3	 ≥ 6	 ≥ 10
Camera # of modules**	 ≥ 1	 2	 ≥ 8
Lidar # of modules**	0	 ≤ 1	 ≥ 1
Others	Ultrasonic	Ultrasonic Interior camera	Ultrasonic Interior camera V2X***

* Source: VDA (German Association of the Automotive Industry), Society of Automotive Engineers

** Market assumption; *** See glossary

Source: Infineon

Example: PCBs used by Chevy P- Hybrid Bolt

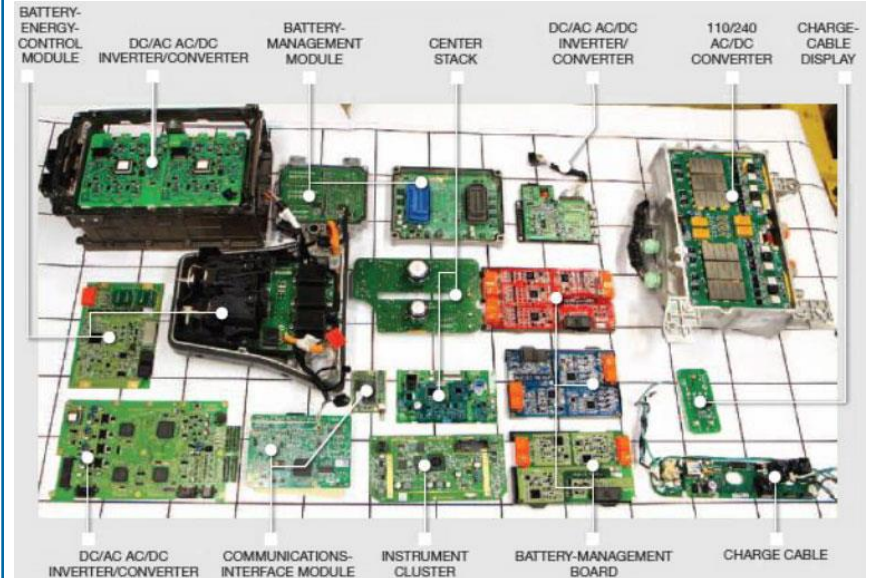
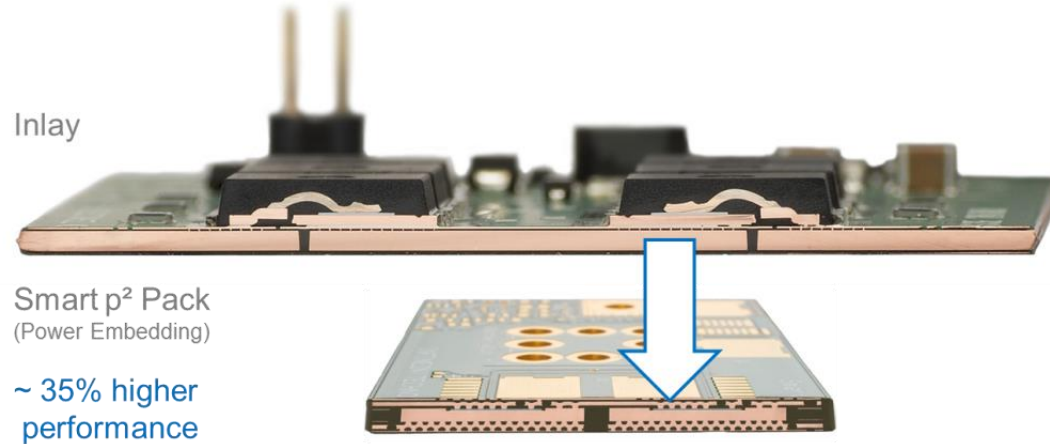


Figure 5 Of the 18 electronic modules in the Volt, roughly three-fourths handle hybrid-power-train functions (courtesy Munro & Associates).

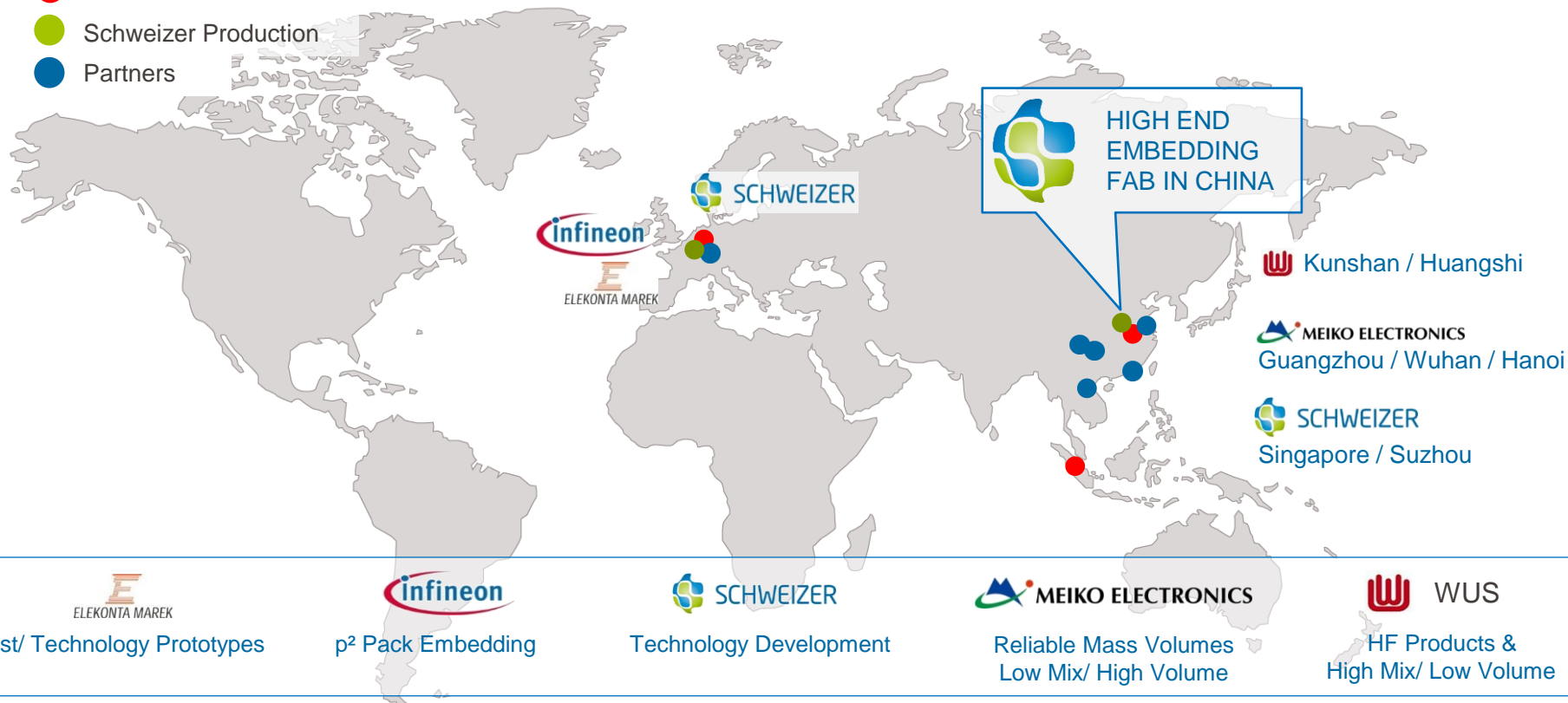
ADDITIONAL VALUE W/ EMBEDDING SOLUTIONS



WORLDWIDE NETWORK / PARTNERS



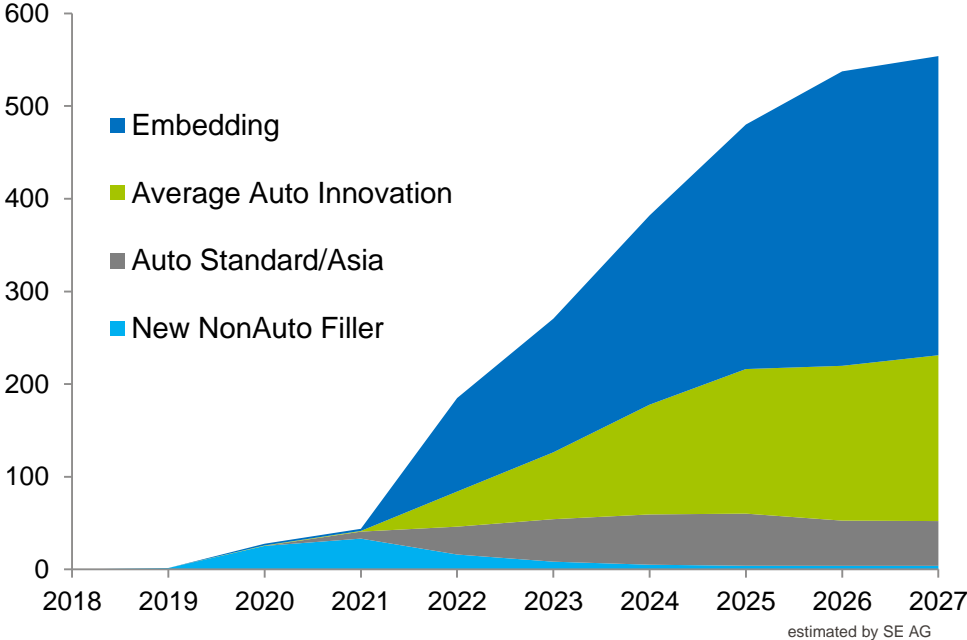
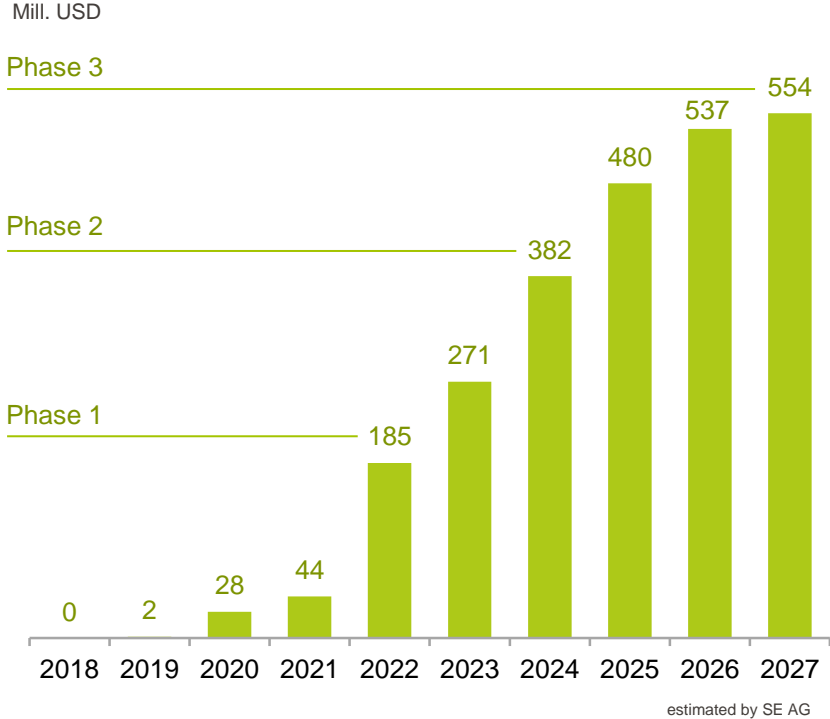
- Sales / FE / Administration
- Schweizer Production
- Partners



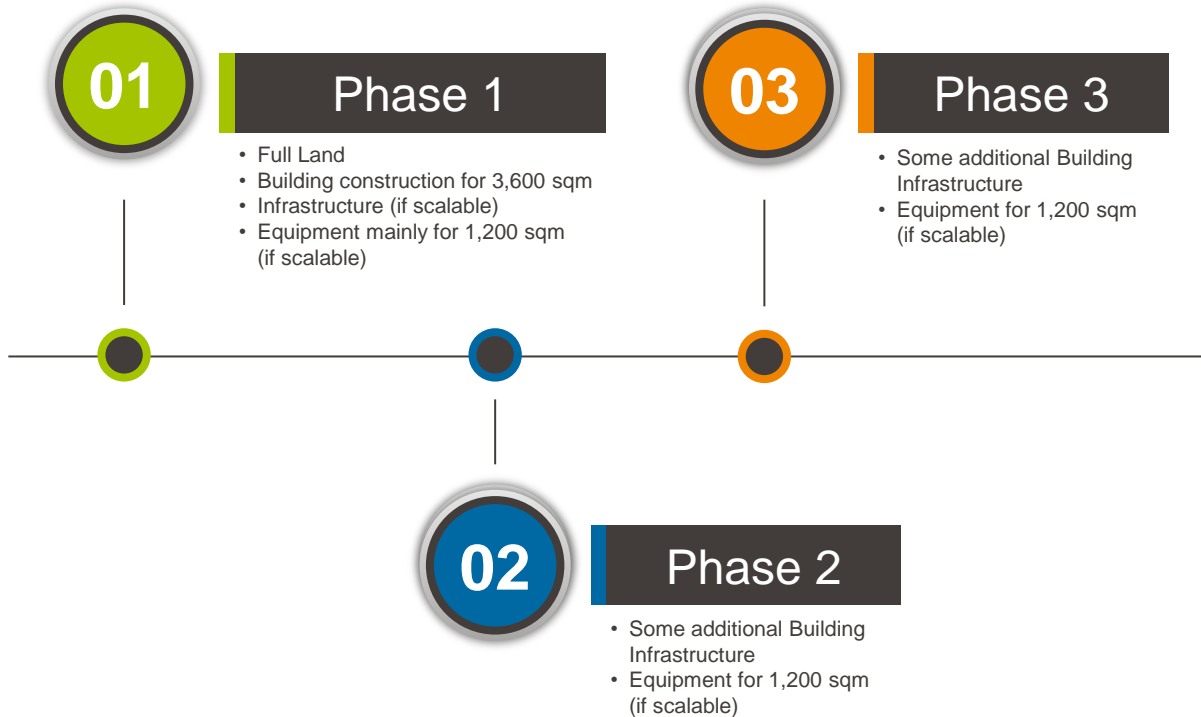
GROWTH STRATEGY



The China Company will have focus on Automotive and Embedding for China, East Asia and European market



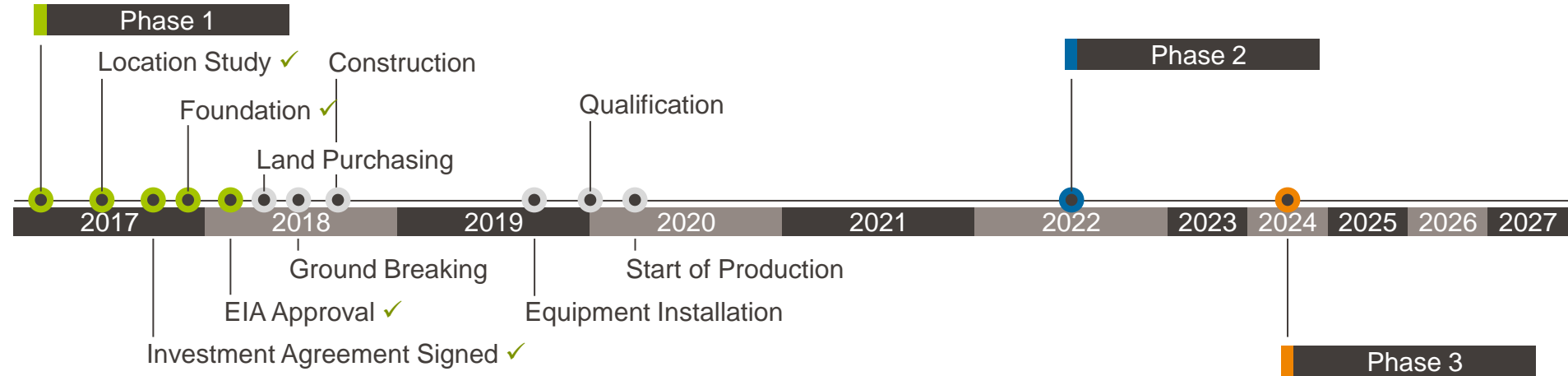
GROWTH STRATEGY



- High-Tech Plant/ Embedding Technology
- Investment in 3 phases with capacity growth of 1,200 sqm/day in each phase
- Total Investment of est. USD 180 Million
- Focusing on High-End Automotive products – Sensor & Power/ Interconnect Solutions
- German Environmental Management System – “Green” PCB environment
- Industry 4.0



PROJECT STATUS



AGENDA



Market & Strategy Update

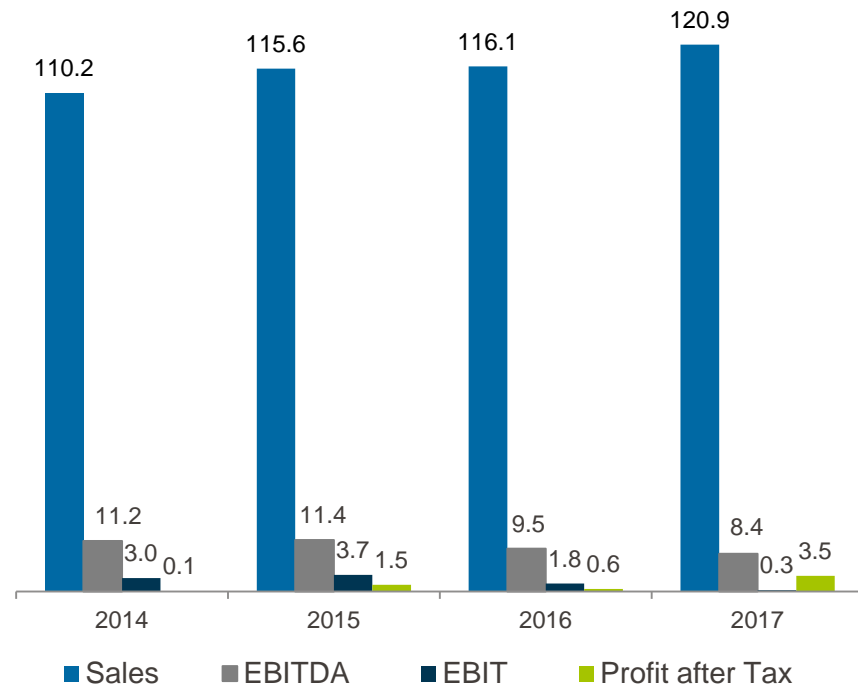
Financials 2017

Financials Q1 2018

Outlook

SCHWEIZER Share

in million EUR

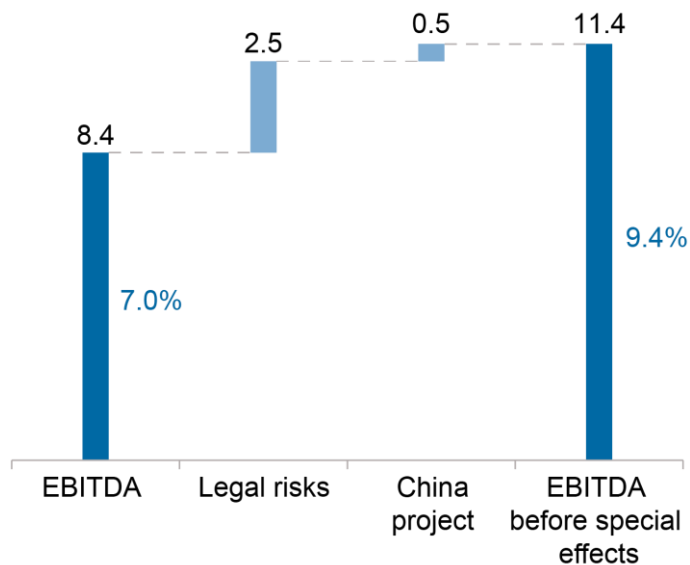


Key Figures

million EUR	2017	2016	
Revenues	120.9	116.1	+4.2%
EBITDA	8.4	9.5	-11.4%
EBITDA Margin (%)	7.0	8.2	
EBIT	0.3	1.8	-81.1%
EBIT Margin (%)	0.3	1.6	
Open Orders	181.5	158.4	+14.6%
Order Intake	144.0	125.4	+14.8%
Profit after Tax	3.5	0.6	+460%
EPS (EUR)	0.92	0.16	
Equity Ratio (%)	54.9	52.8	
Net Gearing (%)	-6.5	-1.5	

OPERATING RESULTS 2017

EBITDA (million EUR)

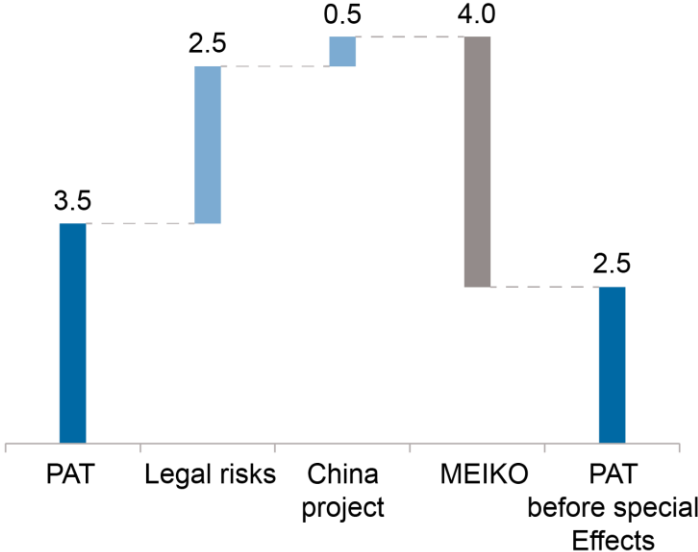


million EUR	2017	2016	
EBITDA	8.4	9.5	-11.4%
EBITDA Margin (%)	7.0	8.2	
EBITDA before special effects	11.4	9.5	+20.0%
EBITDA Margin before special effects (%)	9.4	8.2	

RESULTS 2017



Profit After Tax (million EUR)



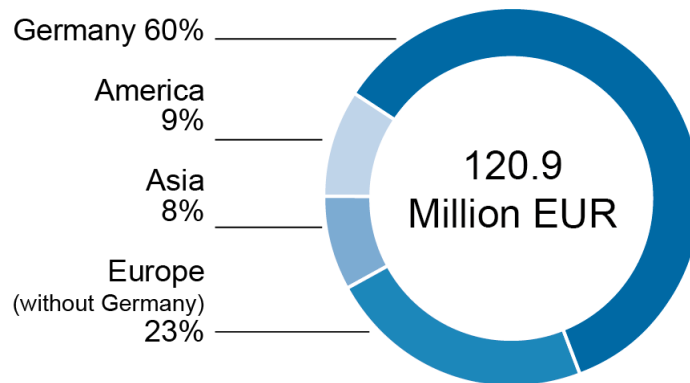
million EUR	2017	2016	
Profit after Tax	3.5	0.6	+460.0%
Profit after Tax before special effects	2.5	0.6	+316.7%

FINANCIALS 2017



Sales by Region

million EUR	2017	2016
Germany	72.3	68.6
Europe (w/o Germany)	28.4	26.2
Asia	9.5	8.4
Americas	10.3	12.6
Others	0.4	0.3
	120.9	116.1

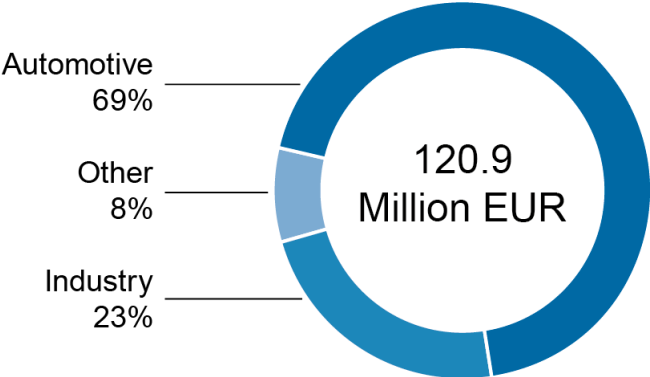


FINANCIALS 2017

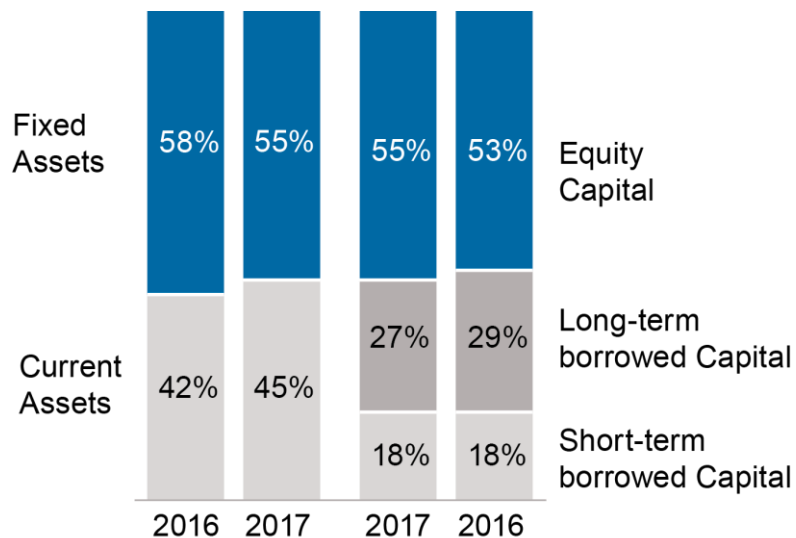


Sales by Customer Segment

million EUR	2017	2016
Automotive	83.8	87.8
Industry	28.2	21.0
Others	8.9	7.3
	120.9	116.1



Balance Structure



million EUR	2017	2016
Assets	113.6	117.7
Equity	62.3	62.1
Equity Ratio (%)	54.9	52.8
Net Gearing (%)	-6.5	-1.5

Cashflow

million EUR	2017	2016
Cashflow from Operating Activities	4.6	6.5
Cashflow from Investments	1.4	-6,4
Cashflow from Financing Activities	-4.0	-4.0

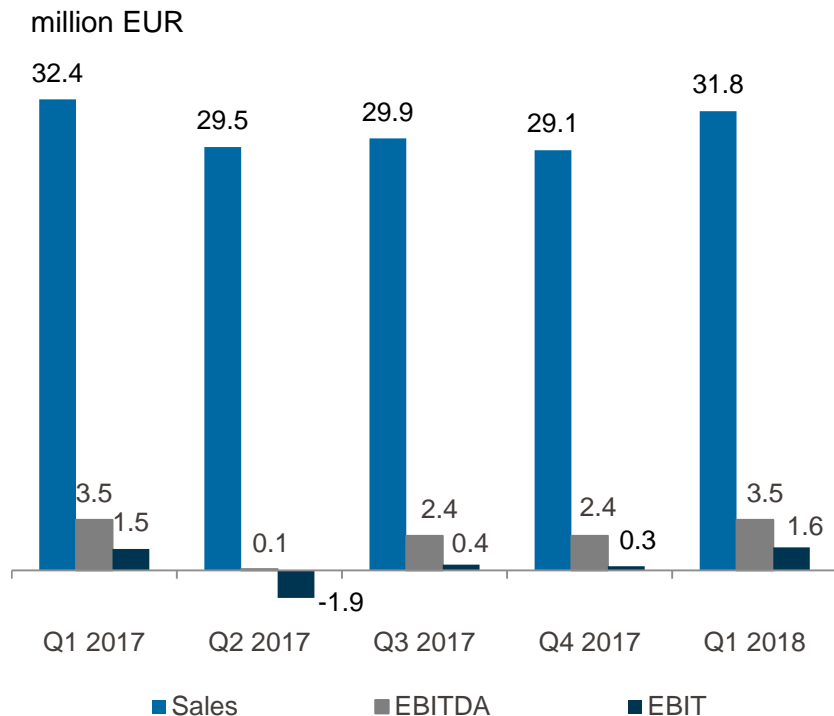
Working Capital

million EUR	2017	2016
Inventory	17.7	16.2
Accounts Receivables	22.4	23.5
Accounts Payables	18.0	19.5
Working Capital	22.1	20.2

AGENDA

Market & Strategy Update
Financials 2017
Financials Q1 2018
Outlook
SCHWEIZER Share

FINANCIALS Q1 2018



Key Figures

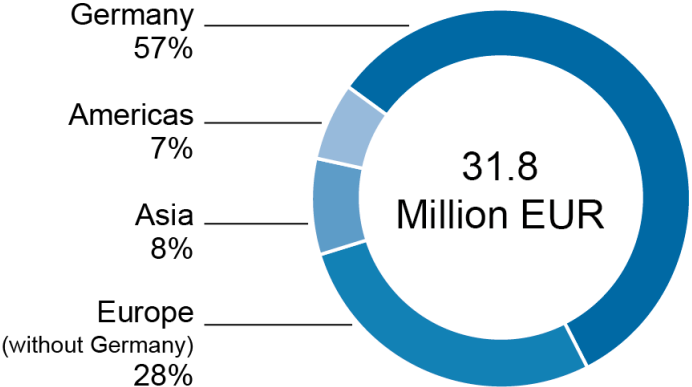
million EUR	Q1 2018	Q1 2017	
Revenues	31.8	32.4	-1,9%
EBITDA	3.5	3.5	
EBITDA Margin (%)	10.9	10.7	
EBIT	1.6	1.5	+3,4%
EBIT Margin (%)	4.9	4.5	
Profit after Tax	1.2	0.9	+27,5%
Open Orders	165.4	157.5	+5,0%
Order Intake	24.5	31.7	-22,7%
Equity Ratio (%)	54.9	53.7	
Net Gearing (%)	-4.5	0.9	

FINANCIALS Q1 2018



Sales by Region

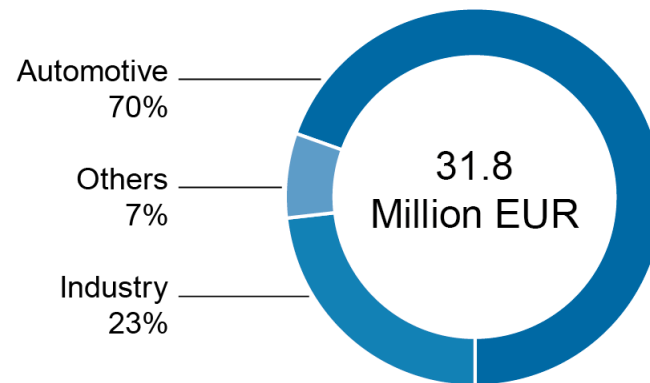
million EUR	Q1 2018	Q1 2017
Germany	18.2	19.0
Europe (w/o Germany)	8.8	7.0
Asia	2.6	2.7
Americas	2.1	3.6
Others	0.1	0.1
	31.8	32.4



FINANCIALS Q1 2018

Sales by Customer Segment

million EUR	Q1 2018	Q1 2017
Automotive	22.1	23.1
Industry	7.4	6.7
Others	2.3	2.6
	31.8	32.4



AGENDA

Market & Strategy Update

Financials 2017

Financials Q1 2018

Outlook

SCHWEIZER Share

	Actual 2017	Target 2018
Sales / Growth Rate	120.9 Mio EUR	+ 6 – 8%
EBITDA	8.4 Mio EUR	10 Mio EUR
EBITDA Margin	7.0%	7 – 9%
Investment Ratio	42.9%	300 – 400%
Net Gearing	-6.5%	low double-digit area
Equity Ratio	54.9%	45 – 50%
Working Capital	22.1 Mio EUR	slightly increasing according higher revenue

AGENDA

Market & Strategy Update

Financials 2017

Financials Q1 2018

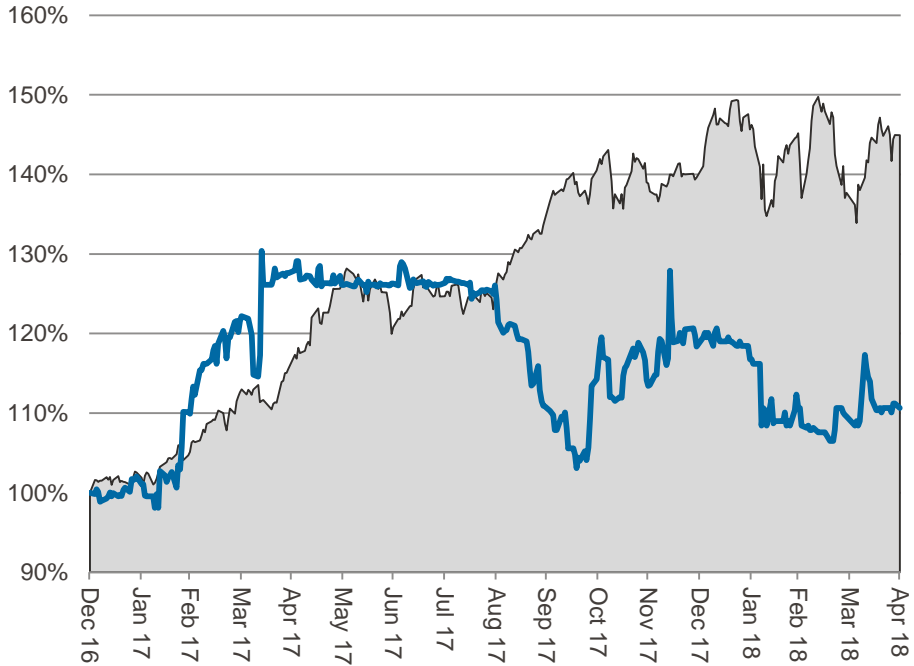
Outlook

SCHWEIZER Share

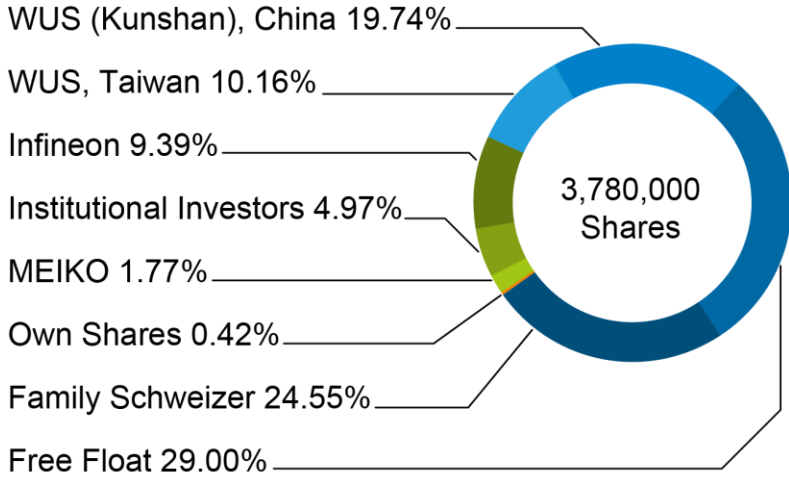
SCHWEIZER SHARE



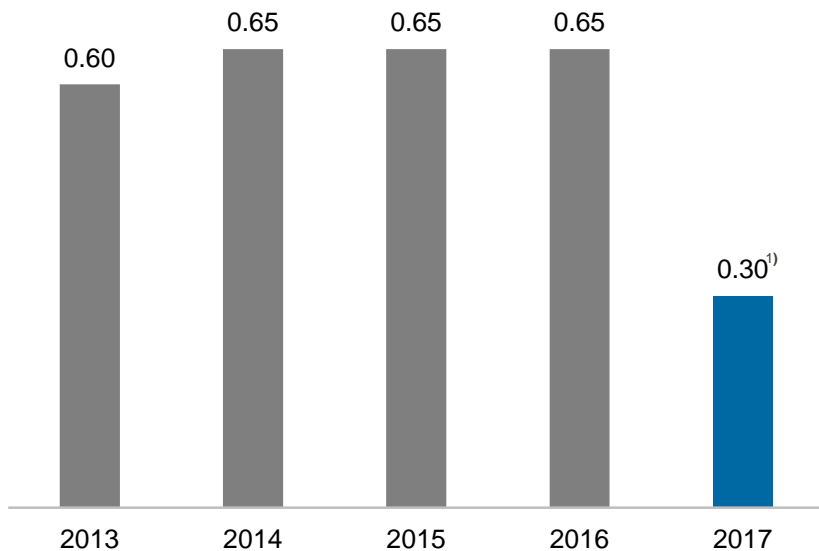
Share Price 01 January 2017 – 30 April 2018



Shareholder Structure (March 2018)



Dividend in EUR



Dividend Yield ²⁾

2013	3.0%
2014	3.1%
2015	3.0%
2016	3.6%
2017	1.4%

¹⁾ Proposal to the Annual General Meeting

²⁾ Dividend / Share Price at the Year End

Q & A

APPENDIX

FINANCIAL CALENDAR

Date	Publication/Event
2018-05-08	Interim Report 1st Quarter 2018
2018-05-08	Conference Call
2018-06-29	Annual General Meeting
2018-07-04	Planned Dividend Payment Date
2018-08-10	Financial Report (half-year)
2018-11-09	Interim Report 3st Quarter 2018



EXECUTIVE BOARD

Nicolas-Fabian Schweizer Chief Technology Officer

Ass. Jur. Nicolas-Fabian Schweizer is member of the Board since April 2011 and appointed until June 2022.

He is in charge of Sales & Marketing, Technology R&D, Quality, Division Systems Embedding, Human Resources, Legal and Media & Communications.

Marc Bunz Chief Financial Officer

Dipl.Kfm. Marc Bunz is member of the Board since April 2010 and appointed until March 2023.

He is in charge of Operations, Finance & Controlling, Global Supply Chain, Information Technology, Purchasing and Investor Relations.



SAFE HARBOUR STATEMENT



This communication contains forward-looking statements and information – that is statements about events that lie in the future, not the past. These forward-looking statements can be identified by formulations such as “expect”, “wish to”, “anticipate”, “propose”, “plan”, “believe”, “seek to”, “estimate”, “become” or similar terms. While such forward-looking statements represent our current expectations and particular assumptions, they are subject to various risks and uncertainties. A number of factors, many of which are outside the control of Schweizer, have an impact on Schweizer’s business activities, strategy and results. These factors could cause the actual results and performance of the Schweizer Group to differ materially from the information on results and performance made explicit or implied in these forward-looking statements. On our part these uncertainties arise in particular due to the following factors: Changes to the overall economic and business position (including margin developments in the major divisions), challenges posed by the integration of important acquisitions and the implementation of joint ventures and other major portfolio measures, changes to exchange and interest rates, the introduction of competing products or technologies by other companies, failure to find acceptance of new products and services among Schweizer’s target client groups, changes to the business strategy and various other factors. Should one or more of these risks or uncertainties be realised or it becomes apparent that the underlying assumptions were incorrect, this could cause the actual results to differ materially both in a positive and negative sense from the results referred to in forward-looking statements as expected, anticipated, proposed, planned, projected or estimated. Schweizer does not obligate itself and does not intend to revise or correct these forward-looking statements in light of developments which differ from those anticipated.



more
than PCBs